



**KSAZ**  
**511 W. Adams Street**  
**Phoenix, AZ 85003**  
**(602) 257-1234**

# CONTRACT

<u>Contract / Revision</u> 4074073 / 2		<u>Alt Order #</u> Jeff Flake
<u>Product</u> <b>FLAKE FOR SENATE</b>		
<u>Contract Dates</u> <b>09/25/12 - 10/04/12</b>	<u>Estimate #</u> <b>925C01</b>	
<u>Advertiser</u> <b>Jeff Flake for Senate</b>		<u>Original Date / Revision</u> 09/21/12 / 10/02/12
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Station</u> <b>KSAZ</b>	<u>Account Executive</u> Chris Johnson	<u>Sales Office</u> FSS Philadelphia
<u>Special Handling</u>		
<u>Demographic</u> Adults 35+		
<u>IDB#</u> 1046	<u>Advertiser Code</u> FLAK	<u>Product Code</u> ORDR
<u>Agency Ref</u>		<u>Advertiser Ref</u>

And:

**Smart Media Group LLC**  
**Attention: Sarah Linden**  
**814 King Street**  
**Suite 400**  
**Alexandria, VA 22314**

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/ Week	Rate	Type	Spots	Amount
1	KSAZ	09/25/12	09/25/12	M-F 12p-1230p Noon News	12p-1230p		:30			NM	1	\$175.00
		Political LUR										
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/24/12	09/30/12	-T-----				1	\$175.00			
2	KSAZ	09/27/12	09/27/12	M-F 12p-1230p Noon News	12p-1230p		:30			NM	1	\$175.00
		Political LUR										
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/24/12	09/30/12	---T---				1	\$175.00			
3	KSAZ	09/28/12	09/28/12	M-F 12p-1230p Noon News	12p-1230p		:30			NM	1	\$175.00
		Political LUR										
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/24/12	09/30/12	----F--				1	\$175.00			
4	KSAZ	10/01/12	10/04/12	M-F 12p-1230p Noon News	12p-1230p		:30			NM	4	\$700.00
		Political LUR										
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/01/12	10/07/12	MTWT---				4	\$175.00			
5	KSAZ	09/25/12	09/25/12	M-F 8a-9a News	8a-9a		:30			NM	1	\$400.00
		Candidate Discount										
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/24/12	09/30/12	-T-----				1	\$400.00			
6	KSAZ	09/26/12	09/26/12	M-F 8a-9a News	8a-9a		:30			NM	1	\$400.00
		Candidate Discount										
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/24/12	09/30/12	--W----				1	\$400.00			
7	KSAZ	09/27/12	09/27/12	M-F 8a-9a News	8a-9a		:30			NM	1	\$400.00
		Candidate Discount										
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/24/12	09/30/12	---T---				1	\$400.00			
8	KSAZ	09/28/12	09/28/12	M-F 8a-9a News	8a-9a		:30			NM	1	\$400.00
		Candidate Discount										
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/24/12	09/30/12	----F--				1	\$400.00			
E 9	KSAZ	10/01/12	10/04/12	M-F 8a-9a News	8a-9a		:30			NM	3	\$1,200.00
		Candidate Discount										

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4074073 / 2	Jeff Flake

<u>Contract Dates</u>	<u>Product</u>	<u>Estimate #</u>
09/25/12 - 10/04/12	FLAKE FOR SENATE	925C01

<u>Advertiser</u>	<u>Original Date / Revision</u>
Jeff Flake for Senate	09/21/12 / 10/02/12

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 10/01/12 10/07/12 MTWT--- 3 \$400.00												
10	KSAZ	09/25/12	09/25/12	M-F 9a-10a News	9a-10a		:30			NM	1	\$270.00
Candidate Discount												
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 09/24/12 09/30/12 -T----- 1 \$270.00												
11	KSAZ	09/26/12	09/26/12	M-F 9a-10a News	9a-10a		:30			NM	1	\$270.00
Candidate Discount												
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 09/24/12 09/30/12 --W---- 1 \$270.00												
12	KSAZ	09/27/12	09/27/12	M-F 9a-10a News	9a-10a		:30			NM	1	\$270.00
Candidate Discount												
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 09/24/12 09/30/12 ---T--- 1 \$270.00												
13	KSAZ	09/28/12	09/28/12	M-F 9a-10a News	9a-10a		:30			NM	1	\$270.00
Candidate Discount												
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 09/24/12 09/30/12 ----F-- 1 \$270.00												
E 14	KSAZ	10/01/12	10/04/12	M-F 9a-10a News	9a-10a		:30			NM	3	\$810.00
Candidate Discount												
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 10/01/12 10/07/12 MTWT--- 3 \$270.00												
15	KSAZ	09/25/12	09/25/12	M-F 5p-530p News	5p-530p		:30			NM	1	\$720.00
Candidate Discount												
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 09/24/12 09/30/12 -T----- 1 \$720.00												
16	KSAZ	09/26/12	09/26/12	M-F 5p-530p News	5p-530p		:30			NM	1	\$720.00
Candidate Discount												
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 09/24/12 09/30/12 --W---- 1 \$720.00												
17	KSAZ	09/27/12	09/27/12	M-F 5p-530p News	5p-530p		:30			NM	1	\$720.00
Candidate Discount												
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 09/24/12 09/30/12 ---T--- 1 \$720.00												
18	KSAZ	09/28/12	09/28/12	M-F 5p-530p News	5p-530p		:30			NM	1	\$720.00
Candidate Discount												
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 09/24/12 09/30/12 ----F-- 1 \$720.00												
E 19	KSAZ	10/01/12	10/04/12	M-F 5p-530p News	5p-530p		:30			NM	3	\$2,160.00
Candidate Discount												
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 10/01/12 10/07/12 MTWT--- 3 \$720.00												
20	KSAZ	09/25/12	09/25/12	M-F 530p-6p News	530p-6p		:30			NM	1	\$720.00
Candidate Discount												
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 09/24/12 09/30/12 -T----- 1 \$720.00												
21	KSAZ	09/26/12	09/26/12	M-F 530p-6p News	530p-6p		:30			NM	1	\$720.00
Candidate Discount												
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 09/24/12 09/30/12 --W---- 1 \$720.00												
22	KSAZ	09/27/12	09/27/12	M-F 530p-6p News	530p-6p		:30			NM	1	\$720.00
Candidate Discount												

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Jeff Flake for Senate	09/21/12 / 10/02/12

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		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/24/12	09/30/12	---T---				1	\$720.00			
23	KSAZ	09/28/12	09/28/12	M-F 530p-6p News	530p-6p		:30			NM	1	\$720.00
Candidate Discount												
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/24/12	09/30/12	----F--				1	\$720.00			
24	KSAZ	09/25/12	09/25/12	M-F 6p-630p News	6p-630p		:30			NM	1	\$720.00
Candidate Discount												
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/24/12	09/30/12	-T-----				1	\$720.00			
25	KSAZ	09/27/12	09/27/12	M-F 6p-630p News	6p-630p		:30			NM	1	\$720.00
Candidate Discount												
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/24/12	09/30/12	---T---				1	\$720.00			
26	KSAZ	10/01/12	10/01/12	M-F 6p-630p News	6p-630p		:30			NM	1	\$720.00
Candidate Discount												
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/01/12	10/07/12	M-----				1	\$720.00			
27	KSAZ	09/30/12	09/30/12	Su 5p-6p News	5p-6p		:30			NM	1	\$540.00
Candidate Discount												
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/24/12	09/30/12	-----S				1	\$540.00			
28	KSAZ	09/25/12	09/25/12	M-F 9p-10p News	9p-10p		:30			NM	1	\$1,170.00
Candidate Discount												
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/24/12	09/30/12	-T-----				1	\$1,170.00			
29	KSAZ	09/26/12	09/26/12	M-F 9p-10p News	9p-10p		:30			NM	1	\$1,170.00
Candidate Discount												
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/24/12	09/30/12	--W----				1	\$1,170.00			
30	KSAZ	09/27/12	09/27/12	M-F 9p-10p News	9p-10p		:30			NM	1	\$1,170.00
Candidate Discount												
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/24/12	09/30/12	---T---				1	\$1,170.00			
31	KSAZ	09/28/12	09/28/12	M-F 9p-10p News	9p-10p		:30			NM	1	\$1,170.00
Candidate Discount												
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/24/12	09/30/12	----F--				1	\$1,170.00			
E 32	KSAZ	10/01/12	10/04/12	M-F 9p-10p News	9p-10p		:30			NM	2	\$2,340.00
Candidate Discount												
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/01/12	10/07/12	MTWT---				2	\$1,170.00			
33	KSAZ	09/29/12	09/29/12	Sa 9p-10p News	9p-10p		:30			NM	1	\$900.00
Candidate Discount												
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/24/12	09/30/12	-----S-				1	\$900.00			
34	KSAZ	09/29/12	09/29/12	Sa 10p-1030p News	10p-1030p		:30			NM	1	\$810.00
Candidate Discount												
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/24/12	09/30/12	-----S-				1	\$810.00			
35	KSAZ	09/30/12	09/30/12	Su 9p-10p News	9p-10p		:30			NM	1	\$1,080.00
Candidate Discount												

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		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/24/12	09/30/12	-----S				1	\$1,080.00			
36	KSAZ	09/30/12	09/30/12	Su 10p-1030p	10p-1030p		:30			NM	1	\$720.00
Candidate Discount												
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/24/12	09/30/12	-----S				1	\$720.00			
37	KSAZ	09/30/12	09/30/12	NFL RS Game Non -Home	10a-7p		:30			NM	1	\$4,500.00
Political LUR												
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/24/12	09/30/12	-----S				1	\$4,500.00			
38	KSAZ	10/03/12	10/03/12	We 830p-9p	830p-9p		:30			NM	1	\$700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/01/12	10/07/12	--W----				1	\$700.00			
N 39	KSAZ	10/03/12	10/04/12	M-F 530p-6p News	530p-6p		:30			NM	3	\$2,160.00
Candidate Discount												
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/01/12	10/07/12	--WT---				3	\$720.00			
N 40	KSAZ	10/03/12	10/04/12	M-F 1030p-11p	1030p-11p		:30			NM	1	\$200.00
Political LUR												
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/01/12	10/07/12	--WT---				1	\$200.00			
Totals											52	\$34,625.00

\*Tax 1 Note: Phoenix City Sales Tax 0.5%.

Time Period	# of Spots	Gross Amount	Net Amount	*Tax 1	Total
08/27/12 - 09/30/12	31	\$23,635.00	\$20,089.75	\$100.45	\$20,190.20
10/01/12 - 10/04/12	21	\$10,990.00	\$9,341.50	\$46.71	\$9,388.21
<b>Totals</b>	<b>52</b>	<b>\$34,625.00</b>	<b>\$29,431.25</b>	<b>\$147.16</b>	<b>\$29,578.41</b>

**Signature: \_\_\_\_\_ Date: \_\_\_\_\_**

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